

IN THE MARBLE CITY.

That's the Name Fitly
Given to Knoxville.

CAPITAL OF THE MOUNTAINS.

Rich in Woods and Ores and
Booming Like a Bonanza.

Parson Brownlow's House and the Battle-field Now Overrun With the Wonderful New City That Has Grown Up Around the Sleepy Village of Old Days—Figures and Facts Which Show How Giants Are Made—Factories on Every Hand—Centre of the Jobbing Trade.

KNOXVILLE, Nov. 22.—By the logic of topography, East Tennessee might very well be a State by itself. A vast undulating plateau cut off from the adjacent country by mountain ranges whose summits in some instances reach an altitude of 1,000 feet above the level of the sea, containing some 15,000 square miles and measuring 240 miles in length by sixty miles in breadth, right in the heart of the continent between the Mississippi River and the Atlantic coast; rich in coal, iron, in fine marbles and other minerals beyond all calculation; and, too, in vast stretches of as fertile soil as any in the country—East Tennessee, thus placed and thus endowed, were she a commonwealth by herself, would be larger than Maryland, almost as large as all Switzerland, and would be able to hold her head up proudly in the great sisterhood comprising Uncle Sam's rather hearty and healthy family.

And of this imaginary commonwealth Knoxville would naturally be the political just as it now is the commercial capital—the thriving business centre to which not only this great territory known as East Tennessee pays tribute, but also a wide field beyond the boundaries of Tennessee itself.

THE MOUNTAIN CAPITAL.
There is not the remotest possibility of East Tennessee ever being made a State by itself. There is nobody here or elsewhere in the Commonwealth who is not proud of old Tennessee just as she stands, a little empire by itself in the richest and best part of the country east of the Mississippi. But, all the same, Knoxville is now, and is destined every year to become more and more the seat of wealth and commercial activity for all that great tract of country which always will be known as East Tennessee—the Tennessee of the mountains as compared with the Tennessee of the river.

Just now all this region, with Knoxville itself away in the van, is being carried along on the crest of that great wave of prosperity which is sweeping all over the country and is leaving nowhere in its wake a trace of contentment and plenty and swelling bank accounts than in those States of the South where only a few short years ago there was desolation.

Knoxville made her own mark in the history of the war—came in for quite her share of all the shadows and bright days—were being passed around so freely in those stormy days. But Knoxville had an advantage over some of the cities of the South the names of which figured so much in the military operations of both parties to the bitter contention. There was not much of her to latter. The place, however, was a trading centre, a distributing point for a pretty wide range of territory. But it was nothing more than a little village of barely 3,000 people when the war began. It was only a town of about 8,000 inhabitants in the decade between 1870 and 1880 it was practically at a standstill. In all those ten years it gained but a trifle over 1,000 inhabitants. It was a solid, slow-growing ultra-conservative place with no thought of becoming a great city and apparently with no ambition to that end. For it was here was a surprisingly good jobbing trade—there always had been that because of the wide territory which looked to Knoxville for supplies. Some of the merchants here were getting what, for the town and the times, was called rich at this wholesale trade. But there the matter rested.

RECONSTRUCTION DAYS.
There was a kind of the finest quality right at the town's doors and side by side with the coal there was iron of an equally fine quality and in unlimited quantities. There like-wise were zinc and lead. But nobody was bothering very much then about either the coal or the iron, the zinc or the lead. Social and political conditions, which for some years prior to 1885 had taken the heart out of people, the reconstruction era in a word, in some other parts of the South less favored as to the character of great masses of the population, did not exist to so great an extent here in Knoxville. Yet there was no real stir in industrial activity. The town just dozed comfortably on and on, as it had done for years before.

But through all the South, or at least through all this central section of it east of the Mississippi River, there began to run early in the decade between 1880 and 1890 a stir of activity. The electric current seemed to follow the rugged mountain backbone from the Virginias down through the Carolinas and Tennessee into Georgia and Alabama. There was a rustling of the dry bones, a general waking up out of sleep, the incubus which heretofore had so heavily handicapped effort was thrown off by sheer force of resolution, and, proportionally as its weight fell from the shoulders, there came renewed hope and activity.

THE AWAKENING.
It is from about 1883 that the beginning of the great industrial development over in North Carolina dates. The same date approximately will fix the beginning of Knoxville's new life—the beginning of the epoch which has already lifted her from a sleepy village to a city that, three decades later, is way well toward the front in the ranks of the great industrial centres of the South.

In the decade between 1890 and 1899 the population leaped from 9,003 to 22,335. This beat Chattanooga itself.

Chattanooga had set the pace of rapid growth in East Tennessee heretofore. The impulse of the advancing tide of prosperity destined so soon to sweep over the South was reported from there before much was heard of it from Knoxville. The population of Chattanooga in 1890 was 12,802, or about 3,200 in excess of that of Knoxville. In 1890 Chattanooga had jumped up to 20,000 and was over 6,500 in excess of that of Knoxville. Yet with all that, Chattanooga's percentage of increase, great as it was, was behind that of Knoxville—125.7 to Knoxville's 152.4.

Furthermore, Knoxville was now fully

BROOKLYN ADVERTISEMENTS.

Challenge
Piano Sale

To-morrow we start a sale of slightly used pianos. One of its advantages will be that for any one who selects a piano during this sale we will hold it until Christmas, and if for any reason they feel dissatisfied with their purchase they can return it to us at our expense. A child can come here and buy, with the same absolute security as the most astute and best posted buyer of pianos. It is our low prices and high quality of pianos that have gained us the confidence of our hundreds of customers. Here is the list for to-morrow and every business day thereafter until all of these pianos are sold:

5 Anson Upright Pianos, were \$150; now	\$200
5 Anderson Upright Pianos, were \$100; now	\$180
5 Anderson Upright Pianos, were \$250; now	\$160
1 Steinway Upright Piano, was \$700; now	\$275
1 Weber Upright Piano, was \$600; now	\$260
1 Wiser Upright Piano, was \$400; now	\$180
1 Bradbury Upright Piano, was \$350; now	\$160
1 Acolian, was \$600; now	\$180

Every one of these pianos is guaranteed to be in perfect order.

During this sale we will make special and easy terms with those who may be anxious to purchase a piano and an Apollo Piano Player for a Christmas present. This sale presents an opportunity of which all intending piano purchasers ought to avail themselves.

Between Hoyt St. and Elm Pl. **Anderson & Co.** Open Monday & Saturday Evgs.
470 Fulton St., Brooklyn, N. Y.

awake. The splendid resources of the country back of her and all around her were beginning to be strongly felt for the first time in her history. Knoxville had on her western league—her people in the east. If Chattanooga intended to continue in the lead of the procession, it behooved her to improve on even the rapid gait she had struck in the last decade.

AHEAD OF CHATTANOOGA.
In the early nineties came the hard times and they hit both Chattanooga and Knoxville, and Chattanooga got it the hardest. Her gain in the decade from 1880 to 1890 was but little over 1,000, just about 3 1/2 per cent. Knoxville, too, dropped heavily back from her gain in the previous decade, but even at that she showed up at the finish with an increase of 44.8 per cent. in her population.

She was now in the lead. She had passed her old rival, Chattanooga, and was the largest city in East Tennessee, even in population, and away and beyond the largest in wealth and in commercial and industrial activity. The population of Chattanooga, according to the census of 1890, was 12,802. That of Knoxville was 22,335. But even that, Tennessee figures did not do Chattanooga justice. In this era of her rapid growth she had sprawled all over and far beyond the narrow boundaries of her municipality. Suburbs had grown up which in all fairness were as much a part of Knoxville as was the heart of the city. She was doing things, these surrounding and contiguous groups and crediting them where they justly belong, the population of Knoxville today may be estimated conservatively at close upon 32,000 people.

In other words, within about twenty years a dull, sleepy little town of about 12,000 inhabitants has been transformed into a bustling, wide awake, manufacturing and commercial city of over half a hundred thousand—in population the third city in the State of Tennessee and in prospects of growth and future rapid business development right up in line with Nashville and Memphis themselves.

In passing, it is unfair to leave the impression with readers that the bar with the fact that the 30,154 population credited to Chattanooga by the national census of 1900 is a just measure of that city's progress. Like Knoxville, she, too, outgrew her city limits in the last decade and spread out into the surrounding country. Including all that is rightfully hers, you may put down the present-day population of Chattanooga at upward of 45,000 and you will not be very far out of the way. But even this leaves Chattanooga in population something like 7,000 behind Knoxville—just about the figure of Chattanooga's lead when the noses were counted for the census of 1890.

OLD KNOXVILLE.
But the mere dry statistics, striking as they are, give little real idea of Knoxville's growth, as compared with the visible fact even a stranger visiting the city for the first time may see. The outlines of the old village Knoxville of the two post-bellum decades are easily pointed out. A little huddle of homes and a few stores, the business center of the town. On that busy, busy street, dribbling down into the ravine and climbing the opposite slope—there was the Knoxville of only a few short years ago.

Stout old Parson Brownlow's house, with the little dining office in the yard, from which in those fiery-furnace days he issued the Knoxville Whig, every number of which raised the political temperature, already sufficiently ardent, upward by several degrees—this house, then an excellent residence as houses then went in Knoxville, was about in the heart of the village, the cottoning widow of the fearless editor, bright of eye and alert of mind and memory as many a woman of half her age, lives there and is one of the interesting features of Knoxville. Presidents and Governors call upon her, and the visitors register that she keeps well one day by a dusty Sunday morning of the 29th of November, 1863, when Longstreet hurried his veterans up the northwestern slope of Fort Sanders in a charge every whit as desperate in valor and as disastrous in results as that of Pickett and Pettigrew at Gettysburg, the scene of a cruel carnage was fully a mile and a half away from the uttermost limits of little Knoxville's outskirts. A long stretch of open fields and woodland was between Fort Sanders and the village. Burnside's fortifications were far out in the country guarding the approach to the town. It is really marvellous to think of this at the present day as you stand on the battlefield

and look back over the beautiful city reaching out to it and beyond it. Streets have been cut through the old fortifications and the site of Fort Sanders is now covered with some of the finest residences of Knoxville. It is one compact, finely built city from there all the way in to Parson Brownlow's house and away beyond. Fine business blocks occupy what so short a time ago was open country, and from the business blocks radiate shaded streets huddled thick with costly residences.

NO MEAN CITY.
The tall chimneys of large factories spring into the air in all directions. The rising walls of other extensive manufacturing concerns in process of erection are scattered here and there.

It is nothing more nor less than a big city that is spread before you—a big city pulsating with the vigor and energy that is every-where in the past years that most people dream will make this capital of east Tennessee an inland metropolis of over 100,000 inhabitants. Not, by any means, that Knoxville proposes to stop at that figure.

She is only just beginning to wake up to the splendid possibilities which lie before her; just beginning to appreciate the meaning of the resources that are all about her—the coal, the iron, the wide stretches of forest with their supplies of the finest of lumber, the zinc, the copper, the lead, and last, but not least, the unlimited supplies of that beautifully tinted, fine grained marble which is at her feet and on which the city is built. The potential wealth that lies in all these resources of Knoxville's vast domain which would seem extravagant were they now put in words, but in a decade or so more will not seem the needless fables they now may appear.

Knoxville is conservative and hard-headed and does not believe in fancy. Knoxville business men haven't time for dreaming just now. They are too busy planning new manufacturing enterprises and working for more railroad outlets—doing the things, in a word, which are now the most meritorious and profitable of the realization of very wild dreams of city growth and piled-up riches.

THE MARBLE CITY AND ROADS.
The evidences of Knoxville's wealth in marble are immediately apparent. The beautiful stone gleams white in business blocks and public buildings in all directions. Its beautifully tinted and polished surface adorns hallways and vestibules. It is marble everywhere, even to the broken stone with which nearly two hundred miles of highways in Knox county are macadamized.

The "Marble City" they call Knoxville. The name is abundantly justified. And it is not merely buildings that are made of marble. Large fortunes are made out of it and many more are going to be made out of it in the future.

The demand for marble in the fine office buildings, hotels, business blocks, and even private residences, that this great tide of prosperity is throwing all over the country is already enormous and is every day growing.

To these quarries of East Tennessee a large percentage of this demand is coming. One of the most interesting sights for a stranger here is the great concerns where the huge blocks of marble fresh from the quarries are sawed into slabs of any desired thickness by batteries of saws.

Then the slabs are polished by machinery and even carved by machinery and turned out like so much woodwork ready to be shipped to all parts of the country to go into buildings of all kinds. Knoxville's output of finished marble is now valued at about \$1,500,000 a year and the industry, which is steadily growing, gives employment to hundreds.

The marble is shipped into nearly every State in the Union, and, although railroad freights are sufficiently high, the deposits are so immense and the stone is quarried so cheaply that it is sold at a profit even in places as remote as San Francisco. Millions of tons of it are shipped annually, the greater part of the output going to New York, Boston, Baltimore and Chicago.

All told, there are fifteen marble quarries within a radius of twenty-five miles around Knoxville, and all of them but two or three are in active operation. In colors the marbles are dark and white gray, a dark and light pink, a dark and light variegated pink and a dark variegated. These colors run in all grades of delicate tints and the producers have given different names to them just as do cigar-makers with their cigars. The dark varieties are used for interior decoration, while the light varieties are used for both interior and exterior work and for tombstones.

BROOKLYN ADVERTISEMENTS.

Rare Economy Time
for Dependable Dining Room Furnishings.

Just when every tasteful Home Furnisher is planning refreshing beauty for this most important room come these splendid offerings of exactly the goods wanted to make home more beautiful—comfortable. The magnificent variety gives the busy shopper fullest opportunity to find the sought-for design. The newness and refinement of the styles, the readily apparent economy, make this the ideal store for choosing these most important furnishings. A few price hints that lead to greater economies:

Sideboards at Prices That Induce Buying.

Very Elaborate Sideboard, 5 ft., selected quartered oak, plate rack, mirror compartments, large mirror. Was 90.00, now **62.00**

Handsome Swell Front Board, 4 ft. 6 in., quartered oak, through construction, hand rubbed finish, rich grain effects, bevel plate mirror. Reduced from 60.00 to **40.00**

Very Attractive Colonial Design, 4 ft., finely finished quartered oak, graceful outline, French plate mirror. A positive saving of \$10.50 at **26.50**

Large, Massive Board, 4 ft., handsomely finished golden oak, effectively carved, easy running drawers, large bevel mirror; was 30.00, now **21.00**

Made With Simple Neatness, tastefully carved, this attractive 4-foot golden oak board, superior construction, conveniently divided, and very roomy compartments, perfect bevel mirror, is marked down from 20.00 to **14.00**

Liberal Credit
provides opportunities to the higher, more comfortable, home.Brooklyn Furniture Co.
Modern Home Furnishers.
559-571 Fulton Street, Brooklyn.

But, after all, marble ranks only third in value of output as compared with other Knoxville industries. It is just about on a par in value with the products of the cotton goods, spinning, weaving and other textile industries—that is to say, in the neighborhood of a million and a half dollars a year.

THE LEADING INDUSTRY.
Hard wood manufacturing is the industry which now leads all others in Knoxville in the value of its output every year. During the past year the value of the hard wood products turned out by the various concerns engaged in this line of manufacture in Knoxville was upwards of two million dollars. And the field has been barely entered. Furniture men are already speaking of Knoxville as one of the coming great cities of that variety of manufacture.

Of the 8,301,000 acres of East Tennessee, 5,058,779 acres are timber lands, and these lands grow 135 varieties of wood, comprising vast quantities of that which is most highly prized of all our American growth. Railroad spurs penetrate and are projected into these vast forest reserves. There are thousands of acres of it which may still be bought for from \$1 to \$2 an acre, and where there are no railroads there are a dozen rivers and tributaries down which the logs may be floated to the saw mills.

No less than five new wood manufacturing concerns have been opened up here within the past two years and more still are coming within another twelve months. Concerns that are already in operation are enlarging their plants. The woodwork produced comprises furniture of all kinds, refrigerators, trunks, tool handles, mantels and even coffin cases. Here is exporting the entire output of its mills to Europe. Knoxville mantels and Knoxville tool handles find a large sale in foreign markets, thousands of axe handles of East Tennessee hickory going to Australia every year. The fame of Knoxville hard wood mantels has become world-wide and is being done here in the way of woodwork and its collateral industries, such, for instance, as the manufacture of tannic acid for tanning hides, the field is barely touched. There ought to be and there will be some time not far in the future a great agricultural implement manufacturing plant, a great carriage manufacturing plant, a great hub and spoke factory and a great plant for the making of cars.

Both carriages, wagons and coal cars are manufactured here now, but the industry is nothing as yet to what it could be at no very distant day in the future, and not to be spoken of in comparison with Knoxville's superb advantages for this form of investment. There is the making of many millions in this city's possibilities in the wood manufacturing line.

THE BIG FOUR.
Wood, iron, marble and textile fabrics—these form the great quadrilateral on which the structure of Nashville's manufacturing prosperity now stands. And in value of output products come next to those of wood in annual returns. The worth of Knoxville's bar iron, structural iron and machine shop products put out within the past year was \$1,800,000. Add to this the stone and hollowware output and the total will come within \$100,000 of the \$2,000,000 worth of woodwork put out.

The outlook for the ensuing year as regards the iron industry is more promising than it has been before. At a cost of half a million dollars the Knoxville Iron Company is erecting a rolling mill on the outskirts of the city, making its entire plant, with the exception of the rolling mill, to be completed by the end of the year. In addition to that the Southern Foundry and Machine Company has just doubled its plant and is doing a much greater business than it did two years ago.

The future of iron manufacturing in East Tennessee is one of very great industrial interest. Birmingham, Ala., itself is hardly more favored as a centre for iron manufacturing than is Knoxville and there are few here who have given much thought to Knoxville's prospects who do not believe that the day is coming when she will be in a class with the great iron cities of the South.

Along the line of the Knoxville and Ohio Railroad, not fifty miles from Knoxville, are numerous properties now offered for sale at moderate prices where iron and coal lie side by side in limitless quantities and surrounded by beautiful forests of choice timber, with lime and sandstone, fire clay and water power close at hand, all waiting as they have been for ages, for the magic touch of industry to convert them to use. In some localities these iron beds are pierced for the first time by the cuts of the railroads, and yet, such is the blindness of our present policy, we bring from beyond the Atlantic the iron rails to construct a railroad upon our own iron beds!

Things have materially changed during the thirty years that have elapsed since the foregoing was written and we are now producing iron and steel in our own bridge shipping abroad ourselves now. There have been great changes, too, in the industrial conditions of Knoxville and East Tennessee in the interim, revolutionary, bewildering changes, if it comes to that.

Yet the limitless possibilities of East Tennessee iron production have not been more than touched on the mere outer husk—are just beginning to be so touched, to be perhaps a little more accurate.

Continuing the fable of the picture of inanition the water says:

"More than \$2,000,000 have been sent out from East Tennessee since the war for iron and iron wares that should have been produced at home. With such a fact before us there can be no question of a home market for all we can produce. The present time being compelled to purchase iron brought from Scotland to produce a single mixture of soft, light and thin castings. There are numerous places in East Tennessee where similar iron could be produced profitably at less than the cost of this freight alone, saying nothing of the price of the iron.

"The iron of Carter county has borne a reputation for nearly seven years unsurpassed by any in the United States for its toughness and adaptability to any use. The castings of this iron will bend before breaking and car wheels made of it have worn more than twelve years on our railroads. And yet there is not a blast furnace in operation in that county at this time and we import from abroad at vast expense the iron that might be obtained from these mines at one third the price we are now paying. The Telleco Iron

BROOKLYN ADVERTISEMENTS.

Bargain Bulletin!
TO-MORROW, MONDAY'S
Free to Purchasers, the Spelling Bee,
Or the Famous game of Anagrams—a game for the whole family, and one which school teachers especially will commend. It's the one game that doesn't wear out and that brightens the brains of pupil or professor.

Our Brilliant New Toy Store, Third Floor.
Built since last Christmas, on the site of Haverly's old theatre, on Smith street, between Fulton and Broadway, is a fine, new, fully finished body, full jointed arms, wrists and legs, bisque head, moving glass eyes, open mouth, showing teeth, full sewed wig, either light or dark, long flowing hair, parted in centre, dressed in dainty chemise, for \$1.00

Special Sale Domet Flannel, 3c. Yard.
\$5 F.v. Pound Pair of Fine Blankets \$3.48 and \$3.98.
118 Pieces Dainty, Thin Porcelain, \$9.25.

Beautiful and tasteful decorations, made to order for a large department store, but couldn't be shipped across the continent in time for Thanksgiving sale. We will get them from Pottery late Saturday.

Embroideries, 5c., 8c., 10c. and 15c. Yard.
4 1/2 to 6-yd. strips, and sold by the strip, values 8c. to 65c. per yd. Subject to slight imperfections, which may be found through a magnifying glass.

600 Trimmed Hats,
Black and Colors, no two alike, a French importer's entire stock. These are actual \$4.98 values, at \$1.98.

SALE OF SILKS
20 inch cream, white and black Taffeta, all silk, 40c. value for a yard, 29c.

Colored Taffeta Silks, suitable for waists, full line of evening shades, including black, white and cream; value 50c a yard for 38c.

EXTRA INDUCEMENTS IN THE WOMEN'S SUIT PARLORS
Walking Suits, in blouse and Norfolk styles of Tibet cloth, Meltons and mixed effects, neatly tailored, and \$15.00 to \$18.00 value, special at **\$12.00**

Walking Skirts of fine all wool cheviot, 9 pore with side plaits, special **\$4.50**

HERE IS THE SMALL COST FOR CARPETS
All wool Ingrain Carpet, the very best Ingrain made, reg. 75c., at **47c**

Extra heavy Ingrain Carpet, one yard wide, reg. 60c., **29c**
Bigelow Lowell Axminster Carpets, reg. \$1.40, at **98c**
Samples Royal Wilton Carpets, 1 1/2 yards long, at **\$1.50**
One dozen 19 1/2-inch all-linen Napkins and one all-linen damask pattern Cloth measuring 67x38 inches, **\$2.98** for

A GREAT RIBBON BARGAIN
No. 9, 1 1/2 inch wide, Louise Taffeta, in blue, pink and red, embroidered dots, excellent quality for hair and fancy work, value 15c. a yard, price, **5c**
SOLID GOLD RINGS—HALF PRICE
98c., \$1.48, \$1.98 and \$2.48
MATTHEWS' XMAS CARDS FOR SUNDAY SCHOOLS, 25c.
100 Cards in packages with envelopes to match.

Works of Monroe county, more elaborated than those of Carter, with iron equal in quality and much greater in quantity, have been idle for years, producing nothing.

BLAST FURNACES.
It is a far more pleasing picture that is now presented. There are at present fifteen or twenty blast furnaces in operation in East Tennessee, having a total capacity of from 1,200 to 1,400 tons of pig iron daily, or about 85 per cent. of the entire output of all the State of Tennessee. And as for the coal, in 1900 there was 1,000,000 tons of coke produced. This is doing fairly well and is a waking-up, but only a faint light on the possibilities, and the possibilities that very much so not yet, but the country at large realizes, will be made actualities.

LA FOLLETTE.
The most interesting recent development of the iron industry in the country immediately tributary to Knoxville is the opening up of the new iron mines at La Follette, a town of about fifty miles from here, in Powell's Valley at the foot of the Cumberland Mountains. This is generally conceded to be the largest and most complete furnace now in operation in the South, having a capacity of 500 or more tons of iron a day. But the mine at La Follette is the magic growth of the town that has sprung up around it.

Two years ago La Follette was an obscure little hamlet of barely 300 inhabitants. A recent school census shows that it now has a population of over 3,000, a city, if you will, and an iron mine, thriving, bustling city at that, with two fine public schools, buildings already up and in use, and more in the way of a town, with a four-story church and a two-story building, two general stores, a prosperous bank, an electric lighting plant, a fine factory devoted to the manufacture of iron, and a number of other manufacturing plants and a number of other manufacturing plants.

It is going to be the county seat of Campbell county, and there, with a fine court house and other public buildings to match, and Campbell county has risen to the position of being the largest county in the State, with the proceeds of which will be built up a system of macadamized roads—all radiating from La Follette—as far as the State is concerned, this is a chapter out of the history of some of the mining communities in the West, and it is like some of the stories of the growth of towns out of that way, with the additional feature that La Follette has come to stay. It is not a transient town, it is a permanent town, and it is a town that will be a great center of the growth of Knoxville on a larger scale will be when the wonderful resources of this great East Tennessee country get under full headway in development. For all such places as La Follette Knoxville is and ever will be the commercial center of the country, the center of its own vigorous effort, their growth will be their growth and the development of their wealth a corresponding increase in the wealth of Knoxville.

RACE FOR FIRST PLACE.
Memphis and Nashville are both forcing ahead at a fine pace, with Memphis leading Nashville in population by upward of 20,000. Memphis had 102,320 in 1900, compared with Nashville's 80,000. But let both Memphis and Nashville look to their laurels. There is a new Richmond in the field—the Richmond of East Tennessee, as solid as the Richmond of old Virginia.

The industrial percentages of the last census decade show that Knoxville is creeping up on her two remaining rivals for supremacy in the State, at a pace which will not give them even a chance to devote to the completion of their own glories if they want to keep up in the van of the progress of the country. Their only competitor in the east. In the actual number of new establishments, Knoxville's percentage was below that of Chattanooga as well as those of Nashville and Memphis. But it is not so much the number of new establishments as the energy and ability of the men who are running them, and in this Knoxville is ahead of all her competitors. In the amount of new capital invested, for instance, Chattanooga's increase was 3.2 per cent. that of Memphis, 19.5 per cent.; Nashville, 32.8 per cent., while that of Knoxville was 69.1 per cent. or 13.4 per cent. more than all the three other cities combined.

Now, take the matter of increase of wage earners in the ten years between 1890 and 1900. Chattanooga's increase was 2.6 per cent. that of Nashville, 15.4 per cent.; that of Memphis, 43.1 per cent., while that of Knoxville was 71.7 per cent. So here we again have Knoxville's increase greater by a fraction of 1 per cent. than that of all the other three cities combined.

In the amount of wages paid Chattanooga, shows a decrease of 18.4 per cent. and Nashville a decrease of 5.6 per cent., while Memphis in this instance takes the lead with an increase of 43.1 per cent., as compared with Knoxville's increase of 8.7 per cent.

In the matter of increase in value of products, Knoxville, except Chattanooga and Nashville by a heavy percentage, and only falls below that of Memphis with her more than double population and 1 per cent.

MANUFACTURING.
These figures are very impressive indicators not only of Knoxville's great growth, but of the great growth of all of our largest cities. But the most encouraging feature of the statistics of Knoxville's growth is in the great increase in the numbers of manufacturing establishments within the past two years and in the fact that in so very large a number of instances estimates of capacity existing are increasing and in several cases doubling their capacity. All told there have come into being here in Knoxville within the last two years no less than twenty-five manufacturing concerns, several of which are very large plants involving the investment of a very considerable amount of capital.

Among them, for instance, are three foundry companies, a company making wire cars, a chair and table manufacturing company, a general furniture manufacturing company, knitting mills, two clothing companies, a big factory devoted to the manufacture of women's skirts, still another plant to make women's jerseys, an upholstery company, and a number of other manufacturing plants.

In addition to this the Brooks Cotton Mills, one of the largest cotton manufacturing plants in the South, is doubling its capacity and increasing its investment from \$500,000 to \$1,000,000. It will employ over 2,000 hands.

The Knoxville Cotton Mills, although only two years in business, has nearly doubled its plant and has an investment over \$300,000.

The Utes Cabinet Company, the only one of its kind in the South, is doubling its capacity and increasing its investment from \$500,000 to \$1,000,000. It will employ over 2,000 hands.

The Knoxville Electric Light and Power Company is also in the list of those that have doubled up, while the Knoxville Iron Company is building a new plant that will mean a raising of the investment to \$1,000,000 from about half that amount, and the Southern Foundry and Machine Company has likewise doubled its plant.

In a word, you may go all through the list of all of Knoxville's manufacturing industries and you hear but the one story of solid prosperity and everywhere an increase in productive capacity already accomplished or contemplated in the near future. And as to the development of the cotton manufacturing industry in Knoxville during the past ten years when it is said the number of spindles in it is 71,000 as compared with 5,312 in 1882, the looms in operation now 1,500 as compared with 125 ten years ago, the number of hands employed has increased in the decade from 150 to 1,500—when this is said the story is told.

GREAT JOBBING CENTRE.
But Knoxville's great source of wealth was and is in her great jobbing trade, which this year will not fall far behind the year of 1901. Her trade is the trade of the South, and she is the natural and logical business centre, but the energy and ability of her merchants have been such that they have pushed their trade into territory that once upon a time was sacred to Chattanooga, Louisville on the north, St. Louis on the west and New Orleans on the south.

Their drummers are now invading eight States, and within the past eight or ten years the trade of the Knoxville wholesale market has grown to an amazing rate. And of the large fortunes that have been made in this as well as in the manufacturing line many, if not most of them, have been accumulated by young men who came fresh from the plough or the work bench—most of them from Tennessee itself, but a few from the North.

The next of this series of articles in the development of the New South will tell of Columbia, S. C.